



# Two Rivers

## Cooperative

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### MISSION STATEMENT

*“Two Rivers Cooperative Is Committed To Building Profitable Business Relationships Based On Integrity And Quality”*

Two Rivers Cooperative

Pella, Iowa 50219

June 2013



### Agronomy Update

By  
Jay  
Van Woerkom

A year ago at this time we were talking about how the heat and dry conditions were causing weeds to Harden Off and the added challenge this presented to the effectiveness of the herbicides we were spraying.

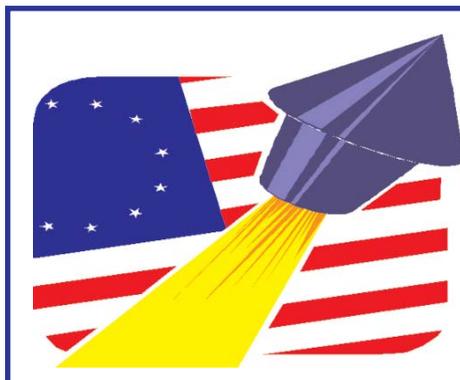
Other topics of discussion in the June 2012 article I wrote touched on Rootless/Floppy Corn Syndrome and Pythium in soybeans, which is perhaps the most notable exception of common soybean diseases because unlike most of the others that flourish in cool/wet conditions, Pythium favors a warm/dry environment.

This year, as we all are acutely aware, conditions are pretty much the total opposite to what we were having a year ago, the various challenges you, your crops and the Two Rivers Team are up against are different, and the key issues and decisions we now face will go a long way to determining how the remainder of the crop season will unfold going forward.

I do think we can feel fortunate that as June arrives virtually all of the corn has been planted in **Two Rivers Country**, and there are certainly some areas of the state that can not make that claim.

I guess we may have as much as a third of the soybean crop in as May ends, but like all years, the level of progress can vary a great deal from farm to farm or area by area.

Hopefully the weather will become



**NOTICE OF HOLIDAY CLOSING**  
All Locations Will Be Closed  
**THURSDAY JULY 4th**  
As Our Entire Country Celebrates  
**INDEPENDENCE DAY**  
*Please Plan All Of Your  
Supply-Service-Business  
Needs In Advance  
So We Can Serve You  
Smoothly & Efficiently  
Prior To This Holiday Closing*

more moderate from here forward, and as the field ponds dry up and river/stream waters get back into their banks we will be able to assist you with any re-planting decisions that need to be made.

Timing is a key element in these decisions, so be sure to keep in touch and keep us informed of your needs so we can serve and assist you with any re-plant issues.

At this stage of things in early June you can stick with full season soybean varieties, and we have a good supply of those varieties available if anyone needs additional re-plant numbers.

Of course if we do get into that last third of June and there are still a lot of soybeans not planted, your **Two Rivers Team** will be here to assist you with the best variety/maturity alternatives for your fields.

I think the focus at the moment needs to be to do all we can to take care of what we already have in the ground, and that obviously means that crop scouting will play a very important role as you and we do all we can to keep one step ahead of any potential weed, insect and/or disease challenges that pose threats to your crops.

With the later planting and a lot of small corn plants out there at this time, there are some reports of cutworms, and I encourage you to be keeping a

close check on your corn, particularly the acres that were planted later and especially those in more susceptible areas where cutworm moths are likely to congregate.

Seedling disease symptoms also need to be monitored, so be sure you are taking time to scout and evaluate the performance, uniformity and progress of your corn and soybean crops during these early stages of the season.

Obviously, the same challenging weather that kept you out of the fields for so many days have also prevented your Two Rivers spraying equipment from keeping pace with things.

The custom applicators and the crews supporting those machines are doing their very best to take care of as many orders as possible when weather/field conditions give them any opportunity to be out there, and they will continue to work long hours and do their very best to serve your needs in the most timely and effective manner each day.

Fortunately, there are a lot of crop protection product choices and options we can turn to for control, and that includes in corn and especially for soybeans, where we have always had a lot

**UPDATE**  
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## Fuel Facts

By  
Scott  
Bensink



The letters about our **Budget Billing** program for the 2013/14 heating season have been mailed and the sign up deadline to have them returned to Two Rivers was at the end of May.

If you did not receive this information and/or if you were unable to return your signed **Budget Billing Contract** to us because the hectic month of May slipped by while you were busy with your crop chores, **Please Contact Robin Right Away** to be included in the 2013/14 Budget Billing cycle that's now underway.

**LP CONTRACTING:** The **Two Rivers LP Contracting** program will also be underway as you receive this month's newsletter, and customers will have from **June 1st until August 31st** to lock in a contracting price for their 2013/14 LP home heating needs.

There is a 10 cent per gallon non-refundable down payment fee due at the time you contract gallons.

**LP SUMMER FILL:** The **Two Rivers LP Team** will also begin **LP Summer Fill** during June so our customers on the scheduled delivery routes can have their storage tanks filled over the summer months.

Customers who call in to order LP as needed rather than having your deliveries included on a regular route delivery program will need to contact Two Rivers to request that we Summer Fill your LP storage.

**CENEX DIESEL FORMULA:** With their continued focus on providing the highest quality, best performance and maximum fuel economy and efficiency for today's constantly changing and improving diesel engines and high-tech equipment, Cenex is again in the leadership position with the introduction of their new **Ruby Fieldmaster** and **Roadmaster XL Premium Diesel Fuels** effective June 1st.

These fuels will now contain an

enhanced additive that addresses internal diesel injector deposits (IDID), and comes as all of the leading diesel engine manufacturers upgrade to the new **Tier 4 Final EPA Emission Standards**.

IDID are among the major concerns encountered by today's high pressure injection diesel engine technologies, and with the addition of this newly enhanced additive the **Cenex Ruby Fieldmaster** and **Roadmaster XP** premium diesel fuels now offer you the most complete, comprehensive, precision balanced additive package available in the diesel fuel industry.

A cleaner burning premium diesel fuel delivers more power, improved fuel economy and added protection for the diesel powered equipment you rely on to perform at peak efficiency in some of the most challenging conditions imaginable.

These outstanding diesel fuel products are also backed by the exceptional **Cexex Warranty Program** that covers both new and used diesel equipment, and for additional information on this warranty I encourage you to visit with Lonnie at Two Rivers.



## Livestock Production

By  
Nick  
Steinbach

As we are moving from one season to the next, not only as it relates to the transition from spring to summer, but also in terms of livestock production strategies, it's now time to start thinking about switching your mineral supplementation.

As per the recommendations, many have just finished feeding **Rangeland Early Season Mineral** fortified with Magnesium and you're now feeding Rangeland 7.5 complete mineral.

As you feed this mineral product, I encourage you to keep in mind the many benefits of Rangeland 7.5 containing Altosid, or even feeding the Altosid/Au2800 combination.

When Altosid is fed early enough in the spring and continuing on through the first frost period of the season, it will do a very good job of curbing the amount of fly pressure your cows and calves experience out in the pastures.

By helping prevent flies and reduce fly pressures on your cows and calves, you're not only helping maintain the health of those pairs out in your pastures, you're also helping improve daily gains and feed efficiency.

By feeding the Rangeland 7.5 mineral with the Altosid/Aureomycin combination, you are helping to eliminate fly pressures plus encouraging the broad spectrum of benefits associated with feeding Aureomycin.

And now for the **Really Good News**, as at this time Two Rivers is offering a **Buy 10 Bags & Get One Free Bag Special** through the end of June on all of our Rangeland Minerals.

If you have cows on pasture, don't let the month of June slip away without placing your Rangeland Mineral orders and wind up missing out on this special offer from your **Two Rivers Feed Team**.

In addition to supplementing your cow herd with minerals, now is also the ideal time to start looking at deworming cows, and the wormer of choice for producers has long been Safeguard because it's so easy to use.

Two Rivers has Safeguard available in a variety of convenient options to match your management styles and preference, including the liquid supplement, blocks or as a top dress.

Research shows that de-worming cattle will not only provide a positive response in average daily gains and feed efficiency, it will also enable the cows to stay in a better condition while their calves are nursing.

While on the subject of cow condition, I will also remind our producers that Two Rivers is still offering our **Creep Feed Booking** program, plus we are continuing on with our **Creep Feeder Special** that was introduced in

## LIVESTOCK

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### RETURNS??

*If you have any seed corn hybrids to be returned, please get them back to Two Rivers right away to receive proper credit on your account.*

### RETURNS??

*If you have any seed pallets to be returned, we will appreciate receiving them back as soon as possible so they can be returned to our suppliers.*

**Two Rivers Fuel/Energy Team**  
**MONTHLY SAFETY TIP**  
*Read & Follow All Of The  
Manufacture's Directions  
Before Turning On/Lighting  
Your Gas Grill*

**Two Rivers Fuel/Energy Team**  
**MONTHLY SAFETY TIP**  
*Always Leave Grill Top Open  
When Lighting An LP Grill  
Do Not Close The Top  
Until You're Sure Grill Is Lit*



**Marketing  
Analysis**  
By  
**Justin  
Huebner**

We were experiencing some extremely wild times with soybean basis moves as I was putting this article together heading into the Memorial Day Holiday weekend, and there has been some confusion and a number of questions about what's happening.

Basically these moves are a result of rolling the cash bids off the July futures and instead bidding for beans using the August futures, which at the time of this writing was about 90 cents lower on the August futures than for the July.

Perhaps an example will help illustrate how this shift in the futures month has impacted things, so let's look at May 20th:

A processor's cash bid for soybeans was 90 cents over the July futures price of \$14.80 on the Chicago Board of Trade's posted soybean price, so adding that 90 cents to the CBOT bid for beans put us at a cash price of \$15.70 for beans.

Now we come to May 22nd and assuming our CBOT bid remains the same at \$14.80 for July and it is \$13.90 for August futures, the basis has gone from a +90 cents over the July to +\$1.25 over the August.

At first glance that may look like a nice basis gain, and I suspect this is where some confusion may start to set in, since this first glance does not also include the futures inverse between July and August.

Thus while it may have appeared the basis had "gone up" by 35 cents (from 90 cents to a buck and a quarter) cash prices actually dropped by 55 cents because there is a 90 cent inverse from the July futures to the August (\$14.80 to \$13.90).

As we have discussed on previous occasions when we start having these large inverses in the markets, whether they be in corn, soybeans or both, the volatility and risks involved with these inverses can be substantial and you need to be very careful to avoid getting caught in any sharp and sudden shifts the market may experience when there are so many uncertainties it is facing all at the same time.

Among those uncertainties as we

begin the month of June are ...

... **Delays** in planting the 2013 crop.

... **What impact** those delays might have on 2013 yield averages and overall production estimates should they continue.

... **An already tight** supply of both old crop corn and soybeans.

... **Prospects** of carryout projections continuing to shrink.

... **And as always** and certainly the most dramatic unknown of all, just what Mother Nature may still have up her sleeve going forward from here.

With these and I am sure a number of other factors lined up and coming at the markets from all directions, I feel it's very likely we will continue to battle wide inverses such as the ones we have been dealing with throughout the remainder of the growing season.

Having said all of that, however, I also would issue a caveat to all, since while having the kind of tight supply situation we have is clearly viewed as bullish to the market, we can and should only ride those bullish emotions so far and so high.

At some point, the high prices a bullish market have carried us to will turn into a bearish factor, and I am sure all of you have experienced the results expressed in the sentiment "**The surest cure for high prices is high prices**".

We also have the element of time as a closely related factor in this transition from a bullish to a bearish influence, for just as high prices will cause our processors to look for lower cost alternatives and/or substitutes, so too will there come a time when they will purchase only hand-to-mouth volumes to sustain them and bide their time as the arrival of a new and lower priced crop draws nearer.

So as I have often done in volatile

times such as these I will ask:

**What's your marketing plan?**

Does it include contingencies to protect you from excessive risks for the different weather scenarios that may unfold over the remainder of the season?

Does it also provide you with solid returns for the wide range of possible outcomes for the 2013 crop?

And if you don't have a plan or it does not address these and other questions, then I will ask this: **What are you waiting for?**

Virtually any plan is better than no plan at all, and I would welcome the opportunity to visit with and work with you on your marketing plan.

**LIVESTOCK**

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the May issue of the newsletter.

The market has softened up a bit since last month, so if you still have not contracted your creep feed needs with us, please get in touch soon so we will be able to get your creep supplies locked in at a very competitive price.

Yes, pastures are nice and lush right now thanks to all this moisture we've been receiving, but Mother Nature can turn the rain spigot off just as fast as she turned it on, and we all remember from our experiences just a year ago how quickly pastures can get short on quantity and quality grass, putting even greater demands on cows to supply nutrition to rapidly growing calves.

**GOOD LUCK**  
To All Of Our  
**4-H & F.F.A Youth**  
As They Prepare Projects  
For The County Fairs  
Be Sure You Attend The Fair  
To Support Them!

**WE CAN HELP YOU PURCHASE  
A NEW CREEP FEEDER**

Contact Nick At  
**Two Rivers' Pella Location**  
For Complete Details On This

**SPECIAL OFFER**  
And While You're At It  
Ask Nick About Our  
**CREEP FEED  
BOOKING PROGRAM**  
With Special Savings On  
**CALF CREEP FEED**





**As I See It**  
By Tracy Gathman  
General Manager



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Pella, Iowa 50219

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PAID**  
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Permit No. 5297

ADDRESS SERVICE REQUESTED

What a difference a couple of months can make, and what tremendous changes can occur in a period of only 60 or so days.

In the first few days of March I wrote these words in my newsletter article: It takes many weeks and even months to **Get Dry**, however it takes just a few days to **Get Wet**.

Here we are starting out June, and We Are Wet! Indeed, some areas are even wetter than ours, since as I traveled over the Memorial Day weekend I saw many fields totally saturated by and in a number of instances covered virtually completely by water.

I also saw countless fields along creeks, streams and rivers that were inundated by rising waters that escaped the banks of those waterways.

Those sights reminded me of the main topic of my newsletter last month, the **Iowa Nutrient Reduction Plan (INR)** and the objectives established in it to help promote and implement procedures and practices to reduce the levels of nitrogen and phosphorus in the Mississippi River, and certainly by extension in those waterways that flow into it, by up to 45%.

The reason for creating the INR and tasking all of us in agriculture who are able to contribute to its goals on what is for now a "voluntary basis" could never have been more clearly or concisely defined than by those sights of so many submerged fields.

Further underscoring the objectives of INR is understanding virtually all of those fields have had either or both nitrogen and phosphorus applied to them this spring and/or last fall, have also had those nutrients applied to them for numerous preceding fall/spring seasons, and will continue to have them applied in subsequent years going forward from here as long as they are producing crops.

I am sure there are some who may discount the validity of INR and the lofty goals it sets forth, some who will pooh-pooh such a task as being so

monumental there is no need to even attempt it, and of course others who offer a "**who cares about algae growth in the Gulf of Mexico anyway?**" attitude.

I do not believe any of these is appropriate for Two Rivers, and I sincerely hope all of our customers share those sentiments, since the issue is real, it is serious, it affects all of us in some way and it therefore needs to be addressed effectively so it does not continue to become worse.

At their most recent meeting your Two Rivers Board of Directors took the first step in what we believe is a pro-active approach to embrace the objectives of INR by approving the purchase of a new **40' Minimum Tillage Drill** to be used beginning this fall for the custom application of cover crops in accordance with INR specifications.

At this time your **Two Rivers Agronomy Team** is investigating the various cover crop options that are available and best suited to our area, and I would encourage all of our customers to have a discussion with their Two Rivers Agronomist or any of the Agronomy Staff about this issue.

I hope you will agree that the frequent rains we have experienced since last month's newsletter article introduced you to the goals and objectives of INR, the consequences and effects of run-off and soil erosion from those rains and the flooding that followed as creeks, streams, rivers and ponds overflowed, all underscore the importance of INR and the need for each of us to do our part to address these issues.

**FARM SUCCESSION PLANNING:** As I am sure many of you recall, several years ago your Two Rivers Co-op sponsored a very informative meeting

featuring **Dr. Ron Hanson** to discuss the vital issue of **Family Farm Succession Planning** with our members and a number of interested residents in our local communities.

His presentation proved to be extremely popular in addition to being of tremendous value and importance, and we received many comments and compliments for bringing Dr. Hanson and this message to **Two Rivers Country**.

As we all know, there have been dramatic changes in farm profitability and land values since Dr. Hanson was here to speak on **Family Farm Succession Planning** issues, and at this time we are working with Dr. Hanson to make arrangements for him to return to speak once again.

Please watch your mail box and the other sources we utilize to communicate information to the members and patrons of Two Rivers regarding details and information as final arrangements are confirmed with Dr. Hanson for his discussion on the vital issue of **Family Farm Succession Planning**.

**UPDATE**  
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of choices in the battle against weeds.

Teamwork and good communications between you and your **Two River Agronomist** will be a key factor in what will obviously be a completely different type of year, one with a lot of unique challenges resulting from the delayed start we've had on the season.

Your patience, understanding and cooperation will be sincerely appreciated as well, and all will play a very important role in helping you and your **Two Rivers Team** maximize whatever opportunities Mother Nature gives us as the season progresses.